

Senior Account Executive Transit Partnerships - Amsterdam

All of us want cleaner, less-congested cities where everyone can move freely. In partnership with cities and transit agencies, the Uber Transit team is working to help make public transit more accessible and easier to use while reducing private car ownership.

About the Team

The Uber Transit Team's mission is to tightly integrate public transit into the Uber experience. We are just getting started but have already demonstrated some significant results. We have integrations with transit agencies all over the world providing a multitude of products from first mile/last mile, paratransit to On Demand Public Transportation partnerships.

This is one of the fastest growing teams within Uber which enables us to consider new customers and explore higher margin revenue streams. We are a highly impactful team with visibility from the top.

About the Role

Are you passionate about public transit and about partnering with cities to improve the transit experience? This opportunity will lead the growth and expansion of Uber's partnerships with cities. As an individual contributor you will source new opportunities in Europe and grow relationships, from initial discussions through to contract closure. You'll use your existing network to meet sales target, allowing you to set up our transit partnerships for success.

What You'll Do

B2G Sales: Acquisition of and managing B2G accounts and driving towards short and long-term sales goals, ensuring the right people and processes are in place to get there. You'll be accountable for a Sales target in your territory, which typically includes long sales cycles and requires long-term prospect relationship building with multiple decision makers.

Build processes and enable scale: Tasked with scaling Transit sales in your region for a company that's growing rapidly and changing constantly. Driving continuous process improvement to deliver a consistent world-class & effective sales experience.

Excellence in sales tools: Use tools such as Salesforce and the Google Suite to track activities, collaborate with colleagues, and manage the Sales funnel.

Teamwork: Collaborate closely with key members of the Transit team and the broader organisation to ensure you can meet stated growth objectives. Be a strategic thought partner in regards to sales, partnerships and acquisition.

Partner management: Lead meetings and business planning sessions with both internal and external partners. Clearly communicate metrics and progress on a regular cadence

Be numbers savvy: Dive deep into the numbers and make data-driven decisions and process improvements to ensure ongoing growth. Be responsible for identifying trends within your team's performance as well as overall sales trends.

Advocate: Act as an advocate for Transit Agencies learning their needs (both product and process) then work with the Product & Tech team to ensure their building the right products to address those needs.

Basic Qualifications

6 years plus experience in B2G consultancy/Business Development within the Transit space selling a technology based product or software as a service.

Preferred Qualifications

- Track-record of target attainment and growing a customer base and consistently exceeding revenue targets and company goals.
- Knowledge of Transit related regulatory environment within countries.
- Excellent written and verbal communication skills, as well as both internal and external stakeholder management
- Experience with Salesforce; ability to develop analysis based on CRM data in a scalable manner.
- Desire to take initiative; lean in with your team; thrive on change and comfortable with ambiguity.
- A builders' spirit; making something where nothing existed before gets you excited.

At Uber, we ignite opportunity by setting the world in motion. We take on big problems to help drivers, riders, delivery partners, and eaters get moving in more than 600 cities around the world.

We welcome people from all backgrounds who seek the opportunity to help build a future where everyone and everything can move independently. If you have a curiosity, passion and collaborative spirit, work with us, and let's move the world forward, together.

Uber is proud to be an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual

orientation, race, color, religion, national origin, disability, protected Veteran status, age, or any other characteristic protected by law. We also consider qualified applicants regardless of criminal histories, consistent with legal requirements.

If you have a disability or special need that requires accommodation, please let us know by completing [this form](#).

Closing Date: Friday October 16